A FOURNAL SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[With which is incorporated the American Literary Gazette and Publishers' Circular, established 1852.]

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW YORK.

VOL. X. No. 9.

NEW YORK, August 26, 1876.

WHOLE No. 241.

D. APPLETON & CO., 549 and 551 Broadway, New York,

PUBLISH THIS DAY:

I.

Schools and Masters of Painting;

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FINANCE AND POLITICAL SCIENCE.

A GENERAL interest is arising on the subject of finance and political science, and many are anxious to read up on the subject. The elections promise to turn, for some years, upon these questions. The bookseller may take advantage of this, and by keeping such books in stock and calling attention to them, may make considerable sales. Following is a useful order list of prominent books on such subjects:

list of prominent books on such subjects:	
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AMERICAN BOOK TRADE ASSOCIATION.

OFFICE OF THE EXECUTIVE COMMITTEE.

Messrs. GEO. A. LEAVITT & CO.:

NEW YORK, August 10, 1876.

GENTLEMEN: A meeting of the Committee on Book Fairs was held at the office of Messrs. Scribner, Armstrong & Co., in New York, August 8, 1876. In absence of a quorum the meeting adjourned, after which Mr. Osgood, as Chairman, prepared the following:

RESOLVED, That we, the undersigned, a Committee appointed by the American Book Trade Association, at its recent meeting in Philadelphia, to act as a Book Fair Committee, are of opinion that the arrangements made by the former committee under the resolutions adopted at their meeting, January 21, 1876, were intended to, and properly should, cover the Fair to be held in September of this year; and accordingly that the Autumn Fair for this year should be conducted by Messrs. Geo. A. Leavitt & Co., under the same terms and conditions as governed the Spring Fair.

JAS. R. OSGOOD, A. C. ARMSTRONG, H. W. CURTISS, ROBERT PORTER.

In accordance with the above resolution, signed by a majority of the Committee, I hereby, as Secretary of the Executive Committee, and at the request of the Chairman of, and the majority of said Committee on Book Fairs, authorize you to hold a Book Fair during the last week of September next, in accordance with the arrangements made by the Committee in January of this year, and in accordance with the spirit and intent of the resolution above.

Respectfully.

N. R. MONACHESI,

Secretary Executive Committee, A. B. T. A.

BOOK FAIR, SEPTEMBER 25, 1876.

In accordance with the directions above, the undersigned announce that the next Book Fair will be held the last week in September, commencing Monday, 25th inst.

During the Fair the Managers will offer to the Trade the entire lists of all the houses represented,

ON A CREDIT OF FOUR AND SIX MONTHS.

After the close of the Fair, on the next day, September 29, a Sale by Auction will be made, comprising

Stereotype Plates, Remainders, Balances of Editions, Clearance Stock, Books not offered at the Fair or intended to be again Printed, etc.

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In order to promote the convenience of buyers in payments, notes may be made payable at home banks, adding to notes one quarter of one per cent (\$2.50 per \$1000) for collection and exchange.

Buyers paying cash for their purchases, will be entitled to a discount at the rate of ten per cent per annum, if paid within twenty days from the close of the Fair.

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The Unblishers' Weekly.

AUGUST 26, 1876.

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37 PARK ROW, N. Y.

NOTES IN SEASON.

Lockwood, Brooks & Co. have in an advanced stage of preparation Dr. George B. Loring's book, entitled "The Farmyard Club of Jotham." It puts in a popular form the Doctor's views and experiences in farming, and such hints as he thinks American farmers need. It is to be very fully illustrated, and many of the pictures are from the pencils of the most skilful artists.

J. B. LIPPINCOTT & Co. have now ready their new edition of Schoolcraft's "Archives of Aboriginal Knowledge." As several of the volumes of this important work have been out of print for some time past, book-buyers will rejoice in the opportunity of being able again to procure the work complete, with all its wealth of illustration, and-the most important fact-at a considerable reduction from the original price.

Col. Higginson's marked success in his "Young Folks' History of the United States" has stimulated others to similar efforts. Mrs. Monroe (wife of Prof. Lewis B. Monroe), of Boston, has written for children "The Story of Our Country," which Lockwood, Brooks & Co. will publish early in the fall. It is designed to interest a younger class than Col. Higginson's admirable book was written for, and will teach and attract by pictures almost as much as by narrative. If this book is as good as it ought to be and as the publishers promise, booksellers would do well to order largely and then sell a copy to every family.

"ENGLISH TRAITS" will be the next volume in Osgood's "Little Classic" edition of Emerson's works. This edition is so inviting in appearance that it must win a host of new readers for the Concord sage. Its nine volumes will contain a large part of what is noblest in American literature.

JAMES R. OSGOOD & Co. have nearly ready |

a Household edition of Lowell's poems, uniform with their Household editions of Longfellow, Tennyson, Whittier, and Owen Meredith, which have proved very popular. The "Fable for Critics," "Biglow Papers," "Vision of Sir Launfal," "Under the Willows," and "The Cathedral," suggest the wealth of wit and wisdom, as well as of poetry, that this volume will contain.

MACMILLAN & Co. will publish this week the fifth and concluding volume of Mr. Free-man's "History of the Norman Conquest," and the third volume of M. Lanfrey's "History of Napoleon I."

W. F. GILL & Co. will have ready next week Edmund Yates' latest novel, "Going to the Bad." It is said to be the strongest bit of sensational writing we have yet had from this author's pen.

A. L. BANCROFT & Co., San Francisco, will have ready next week "Handbook of Grape Culture," by T. H. Hyatt, in one volume, 12mo, \$2.

BUSINESS CHANGES.

Boston.—In furtherance of the design to devote their attention more exclusively to the publishing business, Thompson, Brown & Co., Boston, have disposed of their entire jobbing stock of books and stationary, together with the good-will of the business, to J. L. Hammett, of Nos. 37 and 39 Brattle street, who will continue the jobbing business at the old stand of No. 29 Cornhill.

NEW YORK .- John Lovell, John W. Lovell, Ir., of the Lovell Printing and Publishing Co., Montreal, and the Lake Champlain Press Co., Rouse's Point, N. Y., and G. Mercer Adam, of Adam, Stevenson & Co., wholesale booksellers and publishers, Toronto, Canada, and formerly of Edinburgh, Scotland, have formed a copartnership, under the style of Lovell, Adam & Co., for the prosecution in New York of a publishing business, more particularly in the field of authorized reprinting of British copyright works, but also in that of general printing and publishing operations. Their circular says: "One feature which will steadily be kept in view will be the issue of all works at as cheap a retail price as will be consistent with the expense of their production, inclusive of author's royalty etc., while the discounts to the trade and jobbers will be such as will, it is hoped, suffice for legitimate profits, and will discourage underselling, and the other evils which are injuriously affecting the prospects and the well-being of the trade.

Publishers' Board of Trade.

OFFICE OF THE SECRETARY,

111 and 113 William street, New York.

August 17, 1876.

ENGAGEMENTS.

By WILSON, HINKLE & Co.: G. A. Yates, Indianapolis (temporary).

H. W. CURTISS,

Secretary.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

All the Way Round; or, What a Boy Saw and Heard on his Way Round the World. A Book for Young People, and Older Ones with Young Hearts. Illustr. 12°.

Andre.—A Practical Treatise on Coal-Mining. By Geo. G. André, F.G.S. 2 vols. Illustr. Roy. 4°. \$28. Spon.

Colin.—The Universal Metric System. Prepared especially for Candidates for Schools of Science, Engineers, and others. By Alfred Colin, M.E. 12°. 50 c. Appleton.

-Forest Culture and Eucalyptus Trees. By Elwood Cooper. 12°, pp. 240. \$1.50; pap., \$1.

Dickens.—Works by Charles Dickens. Household ed.
The Old Curiosity Shop. Illustr. 8°. \$1.50; pap., \$1.
Appleton.

Du Breuil.—The Thornery System of Grape Culture. From the French. By M. Du Breuil. 12°, pp. 60. 50 c. Judd.

Gray.—Darwiniana: Essays and Reviews pertaining to Darwinism. By Asa Gray. 12°. \$2.........Appleton.

Hawkesworth, John. See Rambler.

Johnson, Samuel. See Rambler.

Phin.-Open-Air Grape Culture. A Practical Treatise on

Radcliff.-Schools and Masters of Painting. With an Appleton.

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Sadlier's Excelsior First Reader. Arranged in easy.

Bds., 75 c.....

Schuster.—Illustrated Bible History of the Old and New Testaments, for the Use of Catholic Schools. By Dr. I. Schuster. Transl. from the 58th German ed. Rev. by Mrs. J. Sadlier. Illustr. 12°, pp. 346, vi. Bds., 60 c. W. H Sadlier.

Smith.—From Dawn to Sunrise. A Review, Historical and Philosophical, of the Religious Ideas of Mankind.

By Mrs. J. Gregory Smith. 12°, pp. 406.

Lovell, Adam & Co.

Thiers.—The History of the Consulate and the Empire of

Tilden.—Introduction to the Study of Chemical Philosophy. The Principles of Theoretical and Systematic Chemistry. By Wm. A. Tilden. 12°. \$1.50...Appleton. Yates .- " Going to the Bad." A Novel. By Edmund

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All the Way Round\$1.50 Colin, Universal Metric System 50	Prattler, The\$1.25;
Shop\$1.50; pap. 1.00	LOVELL, ADAM & Co., New York.
Gray, Darwiniana	Smith, From Dawn to Sunrise
Tilden, Chemical Philosophy 1.50	NELSON & PHILLIPS, New York
CASSELL, PETTER & GALPIN, New York.	Ridgaway, The Lord's Land
Rambler, Adventurer, Idler, and Connois- seur	"Publishers' Weekly" Office, New-Yo
Thiers, Hist. of Consulate and Empire of France under Napoleon	Publishers' Trade-List Annual [1876]. Net.
JOHN CHURCH & Co., Cincinnati.	W. H. SADLIER, New-York.
Palmer, Theory of Music 1.00	Sadlier's Excelsior 1st Reader, bds., 25 c.; 2d Reader, bds., 50 c.;—3d Reader Bds.
CUBERY & Co., San Francisco.	Schuster, Ill. Bible Hist. of Old and New
Cooper, Forest Culture\$1.50; pap. 1.00	TestamentsBds.
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E. & F. N. Spon, New-York.
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ANNOUNCEMENTS OF FORTHCOMING PUBLICATIONS.

RESOLVED, That this Convention recognize the Publishers' Weekly as the established organ of the entire trade, and recommend it to publishers as the medium through which they should make their "first announcement" of books they propose to publish, and the full title of all books immediately on publication, -AMERICAN BOOK TRADE ASSOCIATION.

CASSELL, PETTER & GALPIN, New-York.

Bright Rays for Dull Days. A Juvenile Book containing Short Stories. With 90 full-page illustr. Chromo side, \$1.

Chats for Small Chatterers. A Juvenile Book containing Short Stories. With 90 full-page illustr. Chromo

Pictures for Happy Hours. A Juvenile Book containing Short Stories. With 90 illustr. 16°. Chromo side, \$1.

Ups and Downs of a Donkey's Life. With 100 îllustr. 16°. \$1.

Little Folks' Picture Album. Companion to "Little Folks' Picture Gallery." Containing nearly 200 pictures, with simple prose. By the Author of "Home Chat." Extra cr. 4°. Chromo side, \$2.50.

Through Picture-Land. By C. L. Mateaux. Short Instructive Stories. With over 200 illustr. Fcp. 4°. Instructive Stories. Chromo side, \$1.50.

WILLIAM F. GILL & CO., Boston.

(Sept. 25.)

Impressions and Reminiscences by George Sand. Pp. 400. \$3.

Autobiography of Harriet Martineau.

HURD & HOUGHTON, New-York.

Life of Rutherford B. Hayes, Governor of Ohio and Republican Candidate for President of the United States. By William D. Howells.

The Poetical Works of Alice and Phœbe Cary, in-cluding the Memorial by Mrs. Clemmer. Red-line ed. Complete in one 8° vol. With portrs. on steel.

The Vicar of Wakefield. By Oliver Goldsmith. In the Riverside Classic Series, embellished with appropriate illustrations, and with an introductory sketch of Gold-

The Wild Flowers of America. Illustr. by Isaac Sprague. Text by Prof. George L. Goodale, of Harvard Univ. To be issued in Parts by subscription.

LOVELL, ADAM & CO., New-York.

Letters from High Latitudes. A Yacht Voyage to Iceland, Ian Mayen, and Spitzbergen. By Lord Dufferin, Governor-General of the Dominion of Canada. Authorized and illustr. ed. Cr. 8°.

Essays, Theological and Literary. By R. H. Hutton, editor of *The Spectator*. 2 vols. in one. 8°.

The Comedy of the Noctes Ambrosianæ. By Christopher North (Prof. John Wilson). Selected and arranged by John Skelton, Advocate. 8°.

London Banking Life. Papers on Trade and Finance. By William Purdy. 12°

Cheerful Sundays. Stories, Parables, and Poems for Children. With 150 illustr. Sq. 12°.

The Children's Pastime. Pictures and Stories for the Little Ones. By Lisbeth G. Séguin. Illustr. Sq.

Mystic London; or, Phases of Occult Life in the British Metropolis. By Rev. Charles Maurice Davies, D.D., author of "Orthodox and Unorthodox London," etc. 8°.

Noble Workers. A Book of Examples for Young Men. By H. A. Page, author of "Golden Lives," etc. 12°.

Beginning Life. A Book for Young Men. By John Talloch, D.D., Principal of St. Mary's Coll., St. Andrews, From the 14th English ed., rev. 12°.

Clytie. A Story. Lake Champlain Press Series. By Joseph Hatton.

Le Chien D'or (The Golden Dog). A Novel founded on a Legend of Quebec. By William Kirby, Niagara. Cr. 8°.

The Splendid Advantages of being a Woman, and other Erratic Essays. By Charles J. Dunphie. Cr. 8°.

D. & J. SADLIER & CO., New-York.

(October.)

The Convent. A new ed., rev. By Dr. O. A. Brownson. With Preface by his son. 12°. \$2.

The Life of Ven. John Baptiste de LaSalle, founder of the Order of the Brothers of the Christian Schools. 12°.

JOHN WILEY & SONS, New-York.

Bibliotheca Pastorum. Edited by John Ruskin. Vol. 1. Economist of Xenophon. Being first of a series of classic books for English peasants. 12°, uniform with his works.

Grammar of the Biblical, Chaldee, and the Talmudical Idioms. By Dr. I. S. Goldammer. 12°.

JAMES MILLER will publish during the fall a new volume of select miscellaneous poems, by the well-known author of "Proverbial Philosophy," Mr. Martin F. Tupper. It is the design of the distinguished poet to take up his abode here again in a few weeks and personally supervise his work through the press. We understand he has plans for a great reading raid, this fall and winter, all over the United States.

T. WHITTAKER will publish the American edition of the Christian Evidence Society's new volume, "The Credentials of Christianity;" it is prefaced by the chairman of the Society, the Earl of Harrowby, K.G. Also the two lectures of R. Heber Newton, of the Anthon Memorial Church, on the "Morals of Trade," which created quite a stir when delivered.

MR. MUNSELL will receive subscriptions to a "Memoir of Lieut .- Col. Tench Tilghman," emigrant patriot of the Revolution, the aid-decamp and secretary of General Washington, and subsequently the business partner of Robert Morris. It has been prepared by Dr. Samuel A. Harrison, of Easton, Md., and Col. Tilghman's descendents have added to it, in an appendix, his private journal of the treaty at German Flats, N. Y., between the Commissioners of Congress and the Six Nations; his diary of the siege of Yorktown; a number of his letters to his father from army head-quarters, 1776-1781; and several of Washinton's letters to him never before published. The work is in press, and will appear shortly. It will contain a portrait of Colonel Tilghman.

THE concluding sale of the valuable Drake collection will take place at Bangs, Merwin & Co.'s, New York, September 25th, 1876, and subsequent days. Besides about 2000 selected volumes, manuscripts, autographs, and portraits relating to American history (general and local), genealogy, biography, and travel, the catalogues comprise special pamphlet collections of materials for the history of Boston, and for American local history. Catalogues sent, post paid, to any address on receipt of fifty

THE London Bookseller says, regarding Brown's "Races of Mankind," just published by Cassell, Petter & Galpin: "No work we are acquainted with conveys information respecting the different races inhabiting the world in a pleasanter or more instructive manner than this, and few works afford so much agreeable conversations in family circles."

The Unblishers' Weekly.

AUGUST 26, 1876.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry and for notice in "Books Received." The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

SPEAK OUT.

THE book and its prices, and the books without price, form again the topics of our letters in to-day's issue. The same old story told over and over. And still not told often enough, perhaps not earnestly enough, not loud enough. There are some that don't hear, some that won't hear, and some that hear too well; or some that care not, some that dare not. Most would quit the beaten track but for one to lead. Small men and small means can not do it; made men and made fortunes can do without it. There's the rub. We could put our finger on three or four firms that alone, with trust in each other and a warm heart for their suffering brethren (who have helped them to their power), might crush overnight the cankerworm that saps the life of the book trade. But he who is well fed won't listen to the hungry, and talking of warm hearts is sentimental. If you want a hearing, you must rise in numbers that would rouse the deaf!

No one has a right to cry out against the Convention who has not made some effort to be there -to be heard or felt there. If the last Convention failed in its purpose, don't have another without being ready to make it a success. Fill up the ranks of the A. B. T. A., make your claim good for voice and vote, for you can not do much without organization. All you can do, until you meet, is talk. But talking to a purpose is not losing words. It were better the talking were done before the Convention; there would be time left for action. Let us be thoroughly prepared; let us take our time for comparing notes, for a full statement of facts, for a discussion of all sides of the question. Speak out your griefs, your objections, your suggestions: the WEEKLY is ever ready to be your spokesman when properly instructed. No matter how contradictory the views, how opposed to our own, it will present them. How it would like to say what so many wished that others had said at the Convention, particularly on price reduction, and the school-book traffic!

These are, to-day, our questions of "Resumption" and" Civil Service" in the book-trade reform. Let us attack them boldly; the beginning is made. Speak out!

COMMUNICATIONS.

REDUCTION IN RETAIL PRICES.

-, August, 1876.

To the Editor of the Publishers' Weekly:

Is the enclosed circular a burlesque on the late Book-Trade Convention, or is it a genuine document? After reading the proceedings of the late trade convention held in Philadelphia, and your editorials on the subject of the reduction of the retail prices, I was really under the impression that there was a disposition on the part of the publishers to entertain the idea of reducing their retail prices at some time not very far off, and at the same time reduce their discount to the trade in order to bring about the retailing of books at the publishers' advertised or catalogue price. This circular, issued from New York, the point to which I, in common with other members of the book trade, have been looking to as the one whence the reform so much desired was to begin, dispels all hopes I have entertained that there would be some change for the better in regard to discounts. I think the circular should be published for the benefit of the trade. Here it is:

New York, August 15, 1876.

DEAR SIR: Referring to the enclosed circular, we shall be happy to receive your order for " ____," which is now nearly ready. As an inducement to the trade to send advance orders, we offer a discount of 50 % and 10 % on 50 copies; a discount of 50 % and 20 % on 100 copies. We shall allow these special terms only on such orders as shall reach us before the day of publication; after that date we shall

In the first place, is it to be supposed for one moment that the publishers intend to retail it themselves at the advertised price, \$2.50, for the reprint of an ordinary 12mo novel, which would be issued by such houses as Appleton & Co., Scribner, Lippincott & Co., at not over \$1.75 or \$2, and the usual discount of \frac{1}{2} and 5 to the trade? \$2.50, 50 and 10 per cent off, is \$1.12\frac{1}{2}. Now, is it likely that any one taking 50 copies at that price will ask the full retail price, much less where they take 100 copies at \$1, and perhaps 5 per cent extra for cash?—for the circular does not state the prices to be net cash.

This circular must certainly be intended as a burlesque on the American Book-Trade Association. It is issued, I believe, by one of the Catholic publishers, only one house of which, I believe, has so far joined in with the general trade in aid of reform. Again, it is usual for publishers to send by mail, free of postage, single copies of their publications on receipt of the advertised or catalogue price. Now, a person seeing this book advertised, and sending \$2.50 for it to be sent by mail (the postage costing about 14 cents), the publishers get the nice sum of \$2.36 for a book they are willing to supply at, say, \$1 or less in quantities. Surely this is aiding book-butchers, dollar-stores, and id omne genus.

The last portion of the circular is evidently claptrap—"orders as shall reach us before the day of publication." When?

I for one, who am willing to supply my customers at reasonable profits, and anxious to see books have a fair value, would feel ashamed to ask a customer to pay me \$2.50 for books bought regularly at \$1, and it is to be hoped that such publishers will be shunned by all honorable members of the trade.

Very respectfully yours, ONE OF THE TRADE.

RETAIL PRICES .- SCHOOL-BOOKS.

UTICA, NEW YORK, August 18, 1876.

To the Editor of the Publishers' Weekly:

"A Retail Sufferer," in your issue of August 5th, echoes the sentiments of the entire book trade as regards the Messrs. Osgood's "very extensive and important reduction in the retail prices of their books." They reduced the retail price on a few lines of their publications, and for this concession to the retail trade and the consumer they compensate themselves by a reduction in the discount to the trade, not only on those lines, but on their entire list.

There is no branch of business in which the retailer and consumer are so entirely in the POWER of the manufacturer as in the book trade. I assert and propose in this letter to prove that this power is and has long been

abused.

The retail book trade is suffering severely under the present stagnation of business, and more than it would but for causes extraneous to those occasioning the general depression. Books to the masses are a luxury, particularly so since they have to pay as high a price for them as when gold was at two hundred and eighty, during the war. The publishers then must have been making nothing, or else since have been coining money. The masses support the bookstores; it is they who buy the bulk of school-books, novels, and even historical, scientific, and theological works—that is to say, the majority of children in public schools, and students in colleges and out, are not the sons and daughters of the wealthy A laborer or mechanic, earning from one dollar to two dollars and a half a day, has three or four children to send to school; each child requires from five to ten books at an average cost of a a dollar, if the child be ten or twelve years of age; if older and more advanced, the books will cost an average of two dollars. Each advance in a graded system—occurring generally once a year-requires a like investment; every retail dealer knows what an onerous tax on the working classes this item of school-books is.

The books in many instances are exorbitantly high. The reason is plain. The publisher of a school book has a patent on the book in the ownership of the copyright. Once introduced in a system of schools, dealer and consumer have got to have it, whether the price be exorbitant or not. Few boards of school commissioners stor to consider the price of a book before authorizing its introduction; or if they chance to, the publisher gets over that slight impediment by making an introductory price, generally a discount of from twenty to twenty-five per cent

from the retail price, sometimes more than the trade discount The book is adopted; the superintendent of schools, supplying the first five hundred or two thousand books, as may be required, at this nominal price, appropriates the business of the bookseller, and frequently pockets five or ten per cent profit; or he lets the booksellers distribute the books, and allows them five per cent therefor. But the mischief does not end here. Perhaps the book introduced superseded another with which the dealers are heavily stocked, in which case such stock as a rule is a dead loss. One year's supply of the new book is sold by the superintendent, as before stated; and when the retailer does have an opportunity to supply it, his customer protests against his charging any more than the school superintendent did, and reasonably enough, for the public are led to suppose that the dealer is extorting. If the superintendent can sell a two-dollar book for a dollar and a half for introduction, the customer supposes he is making a living profit or he would not do the business. The book once introduced, they regard the raising of the price by the dealer as taking advantage; at any rate, they are enabled to know exactly what the dealer's goods cost him, and not knowing or caring to consider his liability to loss by the accumulation of unsalable books, as valueless as decayed fruit, they demand a discount. This has been one fruitful source of the twenty per cent discount to consumers on miscellaneous as well as school books, they applying the rule to both. Any country school-teacher who wants twenty-five copies of a twenty-five cent speller sends directly to the publisher, gets them at the introductory price, makes a margin himself, and then is able to undersell the local dealer. I could also name agents who, to-day, do such business, and who do not buy one half the goods of that house that I do and yet get a better discount. Do you know of any other branch of trade in which manufacturers place their retailers and jobbers in such a position, and do not protect them in the least, yet say to the trade that they heartily endorse their efforts at reform?

Reform must begin at the root of the evil. We do not want hearty endorsement as much as hearty co-operation; we want the publishers to reform their own mode of doing business with the trade. Compare a 12mo textbook, not illustrated, with a scientific book of the same size and price; suppose the publisher pays the same price for the copyright of either; the text-book runs through half a million of copies or more, the scientific book through five to ten thousand copies. The cost of making the text-book becomes simply cost of material and labor. If the publishers are paying too much for their labor, let them meet the exigencies of the case by reducing the laborers' pay ten or fifteen per cent, as the manufacturers of cotton and woollen fabrics, and nearly every other manufacturing interest, have been obliged to do who have strong competition. Publishers of the works of first-class authors practically have a monopoly, and the trade begin to realize The tree can not flourish if the roots retain

all the sap.

I am trespassing on your space, and will have to leave the miscellaneous book questions for a future letter.

RETAIL SUFFERER NO. 2.

"HOW THE REFORM IS WORKING IN BOSTON."
BOSTON, August 18, 1876.

To the Editor of the Publishers' Weekly :

I enclose announcement of a slight change in business [see "Business Changes"], which the PUBLISHERS' WEEKLY may like as an item of news. It shows how the "reform" is working in Boston. Messrs. Thompson & Brown will devote their attention hereafter to their own publications, and thus make more money than by continuing a heavy jobbing business; while by doing the jobbing business of their establishment and my own, with but one set of expenses, I hope to sell Crandall's blocks, playing-cards, and stationery enough to offset the interest on the books I carry in stock, and to have just an even \$50 left to pay my expenses to the next annual meeting of the A. B. T. A., especially if it will close with an excursion like the one of July, 1876, to Atlantic City.

Yours truly, J. L. HAMMETT.

BOOKS RECEIVED.

SADLIER'S EXCELSIOR FIRST READER, SECOND READER, and THIRD READER. (William H. Sadlier.) This series of readers, prepared at the suggestion of many prominent Catholic educators, who have long felt the want of improved and more appropriate text-books for Catholic schools and academies, is destined, from the thorough excellence of the volumes in every particular, to supersede all Catholic text-books now in use. They are arranged on the newest and best methods now generally adopted in teaching the young, and are, in point of get-up, equal to any school-books in the market. The "First Reader" consists of easy, graded lessons in monosyllables, based upon the essential features of the word system, object lessons, and phonetics. The "Second Reader" contains a complete course in articulation, exercises in spelling and pronunciation, and choice, illustrated readings. The "Third Reader" consists of graded readings, with full notes and a complete index, and a treatise on elocution. In the preparation of the volumes the utmost care has been taken by the authora Catholic teacher—to cultivate both the moral and imaginative faculties of the child, by stories and sketches bearing upon the principles of the Catholic religion, and by innumerable illustra-tions, both religious and otherwise, which are exceedingly interesting, and fully equal in merit to any thing of the kind we have seen. The volumes mark a new era in Catholic school literature, and should be examined by every educator. Each 16mo, boards. First, 25 cents; Second, 50 cents; Third, 75 cents.

ILLUSTRATED BIBLE HISTORY, by Dr. I. Schuster, revised by Mrs. J. Sadlier. (William H. Sadlier.) The popularity of the above work can be judged when we state that the present translation is made from the fifty-eighth German edition. It has long been used in our schools as a text-book, in French, German, and English, being, from its simplicity of language and general interest, one of the favorite reading-books of children. The present volume is issued with questions at the end of each lesson, so as to enable the teacher to more thoroughly impress the facts on the child's memory. Both the history of the Old and New Testaments are

included, the two parts being illustrated profusely by wood-cuts. 16mo, boards, 60 cents.

AT THE COUNCILLOR'S; OR, A NAMELESS HISTORY, by E. Marlitt; translated from the German by Mrs. A. L. Wister. (J. B. Lippincott & Co.) There is a special homelike charm about the works of "E. Marlitt" which has gained for them thousands of readers in this country, through the excellent translations of Mrs. Wister. The above work, the latest from this gifted author, has for its scene a little town in the vicinity of Dresden, with its accompanying little court and prince and princess, and other characteristic dependents, of whom the The chief writer presents some vivid sketches. scenes of the story, however, take place at the Councillor's, a rich merchant with very weak principles. It is impossible to give any idea of the numerous actors in the story, but out of the many, Kitty Mangold and Dr. Bruck, we think, will be selected as the heroine and hero, and their fortunes followed with avidity to the very end. Though some tragic elements appear, the story as a whole is delightfully simple and real. 12mo, cloth, \$1.75.

THE THEORY AND PRACTICE OF MEDICINE, by Frederick T. Roberts, M.D. (Lindsay & Blakiston.) The present edition, the second American, is reprinted from the last London edition, which was greatly enlarged and thoroughly revised. Some change has also been made in the general arrangement of the work, though the original plan has been in the main adhered to; the most observable change is the putting into the ordinary type all the small print of the former edition. A new chapter will be found on "The Diagnosis of Acute Specific Diseases," and the chapter on "Diseases of the Skin" appears almost entirely re-written and considerably extended. A very valuable index, pre-pared by Mr. Arthur Roberts, adds to its usefulness and completeness. The work is so well known with the medical faculty and with students as a thorough compendium, that it scarcely needs any further recommendation. Well and substantially gotten up. 8vo, cloth, \$5.

WHAT IS THE CENTENNIAL? AND HOW TO SEE IT. 1776-1876. (Thos. S. Dando, publisher.) Another guide, presenting the usual features in a new combination. The various exhibits are described, as also the different buildings, with full directions for visiting them in the easiest and most direct manner. The book is illustrated by portraits of the commissioners and officers of the Exhibition, views of the buildings, and a number of valuable maps and charts. 50 cents.

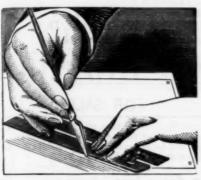
STATIONERY NOTES.

Brief descriptions of new goods, with small cuts illustrative of novelties, business changes, and personal notes, inserted without charge. Subscribers may benefit each other, and enhance the value of these columns, by promptly communicating any local item of interest to the trade.

PERRY & Co., 114 William street, New York, have received, among other novelties from London, an addition to "desk furniture," called the humectator, to be used for wetting postage-stamps, labels, envelopes, etc., or as a finger-moistener, its inventor claiming that when once filled with water it will keep damp

for three months. Each humectator has a brass cover, to keep the felt clean and prevent evaporation when not in use. The Bond's marking-ink, of the same house, for lettering linen, etc., is said to be of as good a quality as Payson's, and can be sold in its various sizes at a lower price. The oak polished stationery-cases manufactured by them are very handsome, and sell in competition with the tin ones.

Among the novelties just out is Gisborne's Ruling and Writing Pen, for which the manufacturer claims the following advantages over



the ordinary steel pen: blotting, scratching, or spattering impossible; smooth and regular lines unavoidable; will not soil or blot the ruler; will not wear out or deteriorate from any reasonable amount of use; will not soil the paper when laid down temporarily, even if full of ink; great saving in cost; increased ink reservoir; it makes longer continuous lines without refilling, and is lighter, and can be used with greater rapidity; there is no necessity for elaborate cleaning; it will not deteriorate from rust, and can be put in a common penholder. These pens are made in three grades—sufficient for all ordinary purposes— and no difficulty is found in fixing a required gauge; the number of pen denotes it. This pen is offered to the public as a ruling pen for clerical and drafting purposes, and is claimed to be unexcelled by any article of the kind now in the market. Easy and rapid writers requiring a rough-and-ready pen will find it adapted to their style. They are made in three grades—namely, No. 1, fine; No. 2, medium; No. 3, wide. Cards containing two sets (6 pens), 50 cents per card. The trade supplied by the manufacturers, R. Esterbrook & Co., Camden, N. J., and 26 John street, New York.

THE Esterbrook Steel Pen Co., 26 John street, New York, have the control of A. D.





Hodgman's patent rubber and steel eraser and envelope-opener combined.

This invention consists of a piece of gum or rubber, as shown in cuts, with the eraser and envelope-opener attached. The eraser is attached with a pin or swivel, so that it can be turned down when it is carried in the pocket, and raised either as an envelope-opener or eraser, as shown in the cut above.

CHAMBERLIN, WHITMORE & Co., New York, have a very handsome line of American linen papers, said to be equal to those of foreign manufacture both in quality and finish, each sheet having the monogram water-mark of the firm in a neat scroll design. These papers are made up in all sizes and styles, and seem to meet with great favor.

THE J. G. Shaw Co., 536, 538, and 540 Pearl street, New York, have just completed for the fall trade quite a superior line of composition books, made of a fine quality of paper, and in both stiff and flexible bindings. The covers are of steel-blue paper, with a border of elaborate design in gold, and in the centre is a chromo in a number of styles, to suit the various tastes of buyers. The books are made with rounded corners and crimson-colored edges, and are of different sizes and thicknesses. They sell to the trade from \$13.50 to \$33 per gross.

SLOTE, WOODMAN & Co.'s "Mark Twain" scrap-books are now made in half roan, cloth sides, full cloth stamped, and full leather stamped, and in $7\frac{1}{2}$ x 10 and $10\frac{1}{2}$ x $12\frac{1}{2}$ sizes. The list of the above-named books can be had by applying to Slote, Woodman & Co., 119 and 121 William street, New York.

BAKER, PRATT & Co., 142 and 144 Grand street, New York, announce that they now have control of Campbell, Hall & Co.'s patent quadrille, broad linear, and duchess papers, and are about to issue samples to the trade. The quadrilles are in white, and tinted with smooth and antique finish; the broad linear and tinted wove papers are extra superfine, and highly finished. The tints are in cream, azure, violet, silvergray, dark-blue, perfection, and white. These papers are put up in quarter-ream packages, and in commercial, octavo, Alexander, note, bath, and square commercial. These papers are of excellent finish and quality, and will, no doubt, meet with great favor. Samples and price-list sent on application.

MR. WHITMORE, of Chamberlin, Whitmore & Co., will leave Liverpool about September 1st. Many novelties in stationery are expected with him.

ADAMS & Co., 4 Pearl street, Boston, have just issued a new descriptive catalogue of magical apparatus and scientific and mechanical novelties, adapted to the use of professors and amateurs in public and private exhibitions. It is prefaced with the secrets of success, and illustrated with 100 engravings. It will be sent on application.

JOHN NATHAN & SON, 339 Broadway, New York, express their perfect willingness to exchange any of the first few lots of their new mucilage, made by their old foreman, and which have proved unsatisfactory. They have now a more experienced hand in charge, and think that they can guarantee entire satisfaction in the mucilage as now manufactured. The improvement in the top is said to largely improve its merits.

J. H. Brown, with Willy Wallach, New York, says that he is selling more of his paper-fasteners than he can at present supply. That speaks well for the fasteners.

THE school-slate manufacturers held a meeting Monday, the 21st (which was the third this summer), for the purpose of combining and raising the prices. They claim to be selling slates at less than cost. If the slate manufacturers would lower their fictitious retail prices and discounts, the dealers might be induced to stick to some fixed and legitimate retail price. The present wretched system of 60, and various tens off, is distressing, and certainly productive of the wildest confusion in prices.

G. A. RAISBECK, with Ph. Hake, New York, has started off on a long tour through the different States. His samples are a marvel of neat. ness and taste, and compose the following new goods in card stock: Italian stone, Egyptian, bronze moire antique, bevelled and gold and silver edge; also a handsome line of menu-He also represents Gordon Wilcox's cards. improved gold-size, which adds greatly in the appearance of printing.

IN TOWN.

G. B. Loring, Portland, Me. Chas. C. Harman " C. T. Bradley, Cincinnati, O. W. H. Dempsey, Washington, D. C. John Madden, New Orleans, La. John J. Daly, St. Louis, Mo. R. Crampton, Rock Island, Ill.

WANTED.

I N exchange for eighth-medium printing-press, a powerful embossing press or bookbinder's "smasher," bed about to by 12. Would purchase at a low price for cash. Mor-GAN ENVELOPE Co., Springfield, Mass.

BOOKS WANTED.

JAMES BARKER, KEOKUK. IOWA. Second-hand books on chess, odd numbers of chess periodicals, etc., in any language.

JANSEN, McClurg & Co., Chicago. Cooper, J. Fenimore, Travelling Bachelor. Cooper, J. Fenimore, Ned Meyers. Everett, Erastus, System of English Versification. New Moore's Rebellion Record, vols. 7, 8, 9, 10, 11.

F. B. PATTERSON, 16 CEDAR STREET, N. Y.

Leila, and The Corsair, George Sand. P. O. Box 5363, Boston, Mass. Rachael; or, The Little Mourner. Boston. Blanc's (Louis) French Revolution of 1789, 1 vol. Lea & Blanchard. Blanchard.
Twiss' History of Political Economy.
Miss Yonge's Six Cushions.
Campin's Memoirs of Marle Antoinette.
Frothingham's Life of Warren, 8vo. Little, Brown & Co.
3 Ware's Silent Pastor. Unitarian book.
Swinburne's Atalanta in Calydon. Boston.
2 Mrs. Agassiz' First Lessons in Natural History, 12mo.
Little, Brown & Co.

HENRY M. D. GEORGE, BOSTON, MASS. 100 copies or less of the following School Books, secondhand:
Greenleaf's Arithmetics, all kinds.
Franklin's Readers, all kinds.
Steele's "Fourteen Weeks" Series.
Harkness' Latin Books.
Hanson's Latin.
Lockyer's Astronomy.
Otto's French and German Books.
Warren's or Cornell's Geographies.
Anderson's or Scott's Histories.
Kerl's or Green's Grammars.
Parties having any of the above books to/dispose of at reasonable prices may address as above. hand:

BOOKS FOR SALE

F. B. PATTERSON, 16 CEDAR STREET, N. Y. 5 vol. 1 Smith & Elder's new issue Thackeray.
2 vol. 1 " " Bronté.
2 vol. 3 " " Miss Thackeray.

YOHN & PORTER, INDIANAPOLIS, IND. North American Review, from No. 1, 1815, to No. 234, 1872 (wanting Nos. 3 and 233), 232 numbers, unbound,

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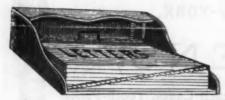
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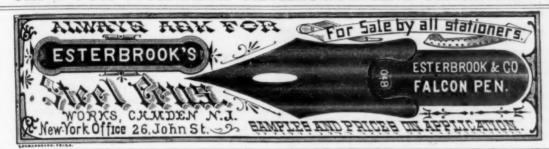
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